

# DAAR LOUDOUN COUNTY

## MARKET INDICATORS REPORT

CUSTOM REPORT PREPARED BY  
**VIRGINIA REALTORS®**

# DAAR Market Indicators Report



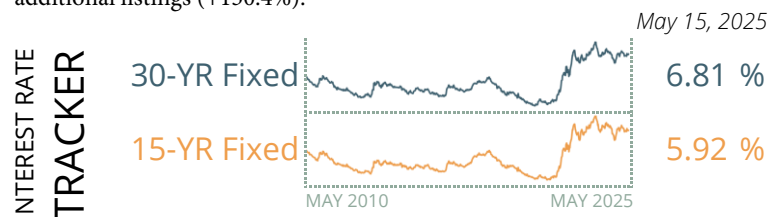
## Key Market Trends: April 2025

- Home sales continued to grow in Loudoun County.** There were 487 sales throughout Loudoun County in the month of April, 33 more sales than last year, increasing by 7.3%. Sales went up the most in Leesburg zip code 20175 with 16 additional sales (+45.7%) and Aldie zip code 20105 with 12 more sales than the year before (+37.5%). Activity dipped in Chantilly zip code 20152 (-14.7%) and fell the furthest in Ashburn zip code 20148 (-12.9%).
- Pending sales increased for the third straight month in the county.** In the month of April, there were two additional pending sales, leading to 515 total pending sales in Loudoun County, up 0.4% from last year. The number of pending sales jumped in Ashburn zip code 20147 (+17.7%) and Leesburg zip code 20175 (+26.2%). After going up the last four months, pending sales decreased in Sterling zip code 20164 from a year ago (-17.6%).
- Home costs continued to rise in Loudoun County.** The Loudoun market experienced a price gain of \$42,140 this month, raising the median sales price to \$819,965, which is 5.4% higher than a year ago. In Aldie zip code 20105, prices surged by 43.1%, or \$344,881, compared to last year. In April, Lovettsville zip code 20180 saw median sales prices increase by 30.4%, with homes costing \$235,000 more than last year. Meanwhile, Purcellville zip code 20132 saw a \$130,000 reduction in home prices compared to last April (-13.6%).
- Supply expanded as active listings rose across the region.** At the end of April, the Loudoun market had 644 active listings on the market, up 71.3% from the previous year, an additional 268 listings. The top two areas for listing growth were Ashburn zip code 20148, with 51 additional listings compared to the end of last April (+71.8%), and Leesburg zip code 20175, with 30 additional listings (+130.4%).



### DAAR Market Dashboard

YoY Chg	Apr-25	Indicator
▲ 7.3%	487	Sales
▲ 0.4%	515	Pending Sales
▲ 21.0%	817	New Listings
▲ 5.4%	\$800,000	Median List Price
▲ 5.4%	\$819,965	Median Sales Price
▼ -1.7%	\$285	Median Price Per Square Foot
▲ 15.8%	\$446.2	Sold Dollar Volume (in millions)
▼ -0.7%	101.2%	Average Sold/Ask Price Ratio
▲ 3.8%	17	Average Days on Market
▲ 71.3%	644	Active Listings
▲ 55.3%	1.5	Months of Supply



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**Consumers Should Consult with a REALTOR®.** Buying or selling real estate, for a majority of consumers, is one of the most important decisions they will make. Choosing a real estate professional continues to be a vital part of this process.

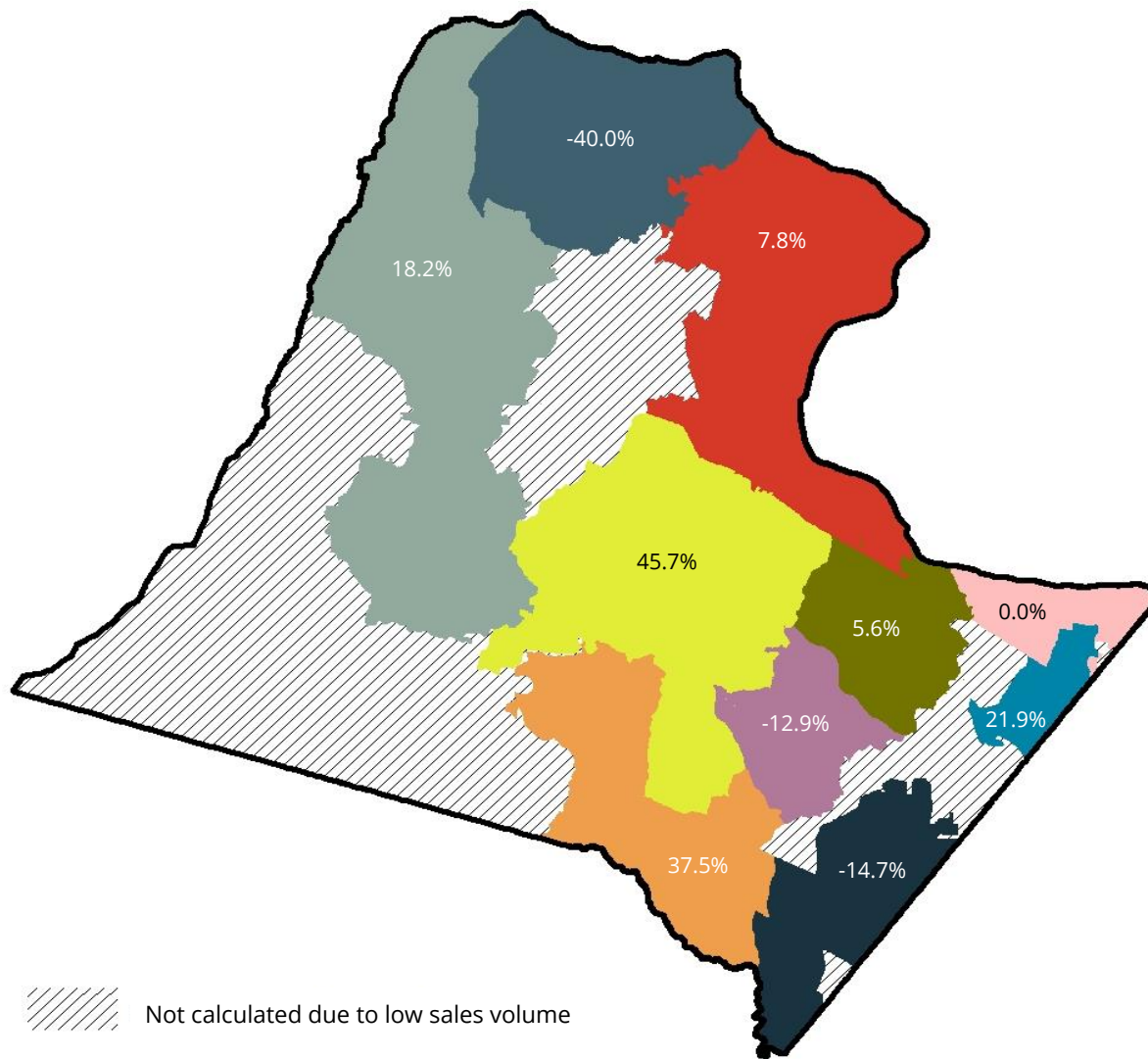
**Identify a Professional to Manage the Procedure.** REALTORS® are well-informed about critical factors that affect your specific market area – such as changes in market conditions, consumer attitudes and interest rates.

**Are You Ready to Buy or Sell Real Estate?** Contact an experienced REALTOR®.

**Data Note:** The housing market data for all jurisdictions in Virginia was re-benchmarked in November 2021. Please note that Market Indicator Reports released prior to November 2021 were produced using the prior data vintage and may not tie to reports that use the current data set for some metrics. We recommend using the current reports for historical comparative analysis.



# Market Activity - DAAR Footprint



Zip Code	Home Sales		
	Apr-24	Apr-25	% Chg
20105 Aldie	32	44	37.5%
20132 Purcellville	22	26	18.2%
20147 Ashburn	72	76	5.6%
20148 Ashburn	85	74	-12.9%
20152 Chantilly	34	29	-14.7%
20164 Sterling	32	39	21.9%
20165 Sterling	33	33	0.0%
20175 Leesburg	35	51	45.7%
20176 Leesburg	64	69	7.8%
20180 Lovettsville	10	6	-40.0%

# Total Market Overview



Key Metrics	Apr-23	2-year Trends	Apr-25	Apr-24	Apr-25	YoY Chg	2024 YTD	2025 YTD	YoY Chg
Sales				454	<b>487</b>	7.3%	1,323	<b>1,450</b>	9.6%
Pending Sales				513	<b>515</b>	0.4%	1,589	<b>1,712</b>	7.7%
New Listings				675	<b>817</b>	21.0%	2,067	<b>2,548</b>	23.3%
Median List Price				\$759,250	<b>\$800,000</b>	5.4%	\$725,000	<b>\$775,000</b>	6.9%
Median Sales Price				\$777,825	<b>\$819,965</b>	5.4%	\$730,000	<b>\$779,000</b>	6.7%
Median Price Per Square Foot				\$290	<b>\$285</b>	-1.7%	\$289	<b>\$292</b>	1.0%
Sold Dollar Volume (in millions)				\$385.3	<b>\$446.2</b>	15.8%	\$1,076.4	<b>\$1,267.9</b>	17.8%
Average Sold/Ask Price Ratio				101.9%	<b>101.2%</b>	-0.7%	101.7%	<b>101.2%</b>	-0.5%
Average Days on Market				16	<b>17</b>	3.8%	19	<b>20</b>	3.9%
Active Listings				376	<b>644</b>	71.3%	n/a	<b>n/a</b>	n/a
Months of Supply				1.0	<b>1.5</b>	55.3%	n/a	<b>n/a</b>	n/a

Source: Virginia REALTORS®, data accessed May 15, 2025

# Single-Family Detached Market Overview



Key Metrics	Apr-23	2-year Trends	Apr-25	Apr-24	Apr-25	YoY Chg	2024 YTD	2025 YTD	YoY Chg
Sales				220	<b>244</b>	10.9%	606	<b>690</b>	13.9%
Pending Sales				263	<b>252</b>	-4.2%	751	<b>819</b>	9.1%
New Listings				350	<b>430</b>	22.9%	994	<b>1,272</b>	28.0%
Median List Price				\$990,000	<b>\$1,099,450</b>	11.1%	\$950,000	<b>\$1,034,990</b>	8.9%
Median Sales Price				\$1,014,000	<b>\$1,111,000</b>	9.6%	\$975,000	<b>\$1,061,000</b>	8.8%
Median Price Per Square Foot				\$279	<b>\$268</b>	-4.1%	\$270	<b>\$279</b>	3.2%
Sold Dollar Volume (in millions)				\$236.7	<b>\$291.5</b>	23.1%	\$638.3	<b>\$789.8</b>	23.7%
Average Sold/Ask Price Ratio				101.8%	<b>101.3%</b>	-0.5%	102.3%	<b>101.6%</b>	-0.7%
Average Days on Market				14	<b>18</b>	30.8%	18	<b>21</b>	15.7%
Active Listings				182	<b>359</b>	97.3%	n/a	<b>n/a</b>	n/a
Months of Supply				1.0	<b>1.8</b>	78.5%	n/a	<b>n/a</b>	n/a

Source: Virginia REALTORS®, data accessed May 15, 2025

# Townhome & Condo Market Overview

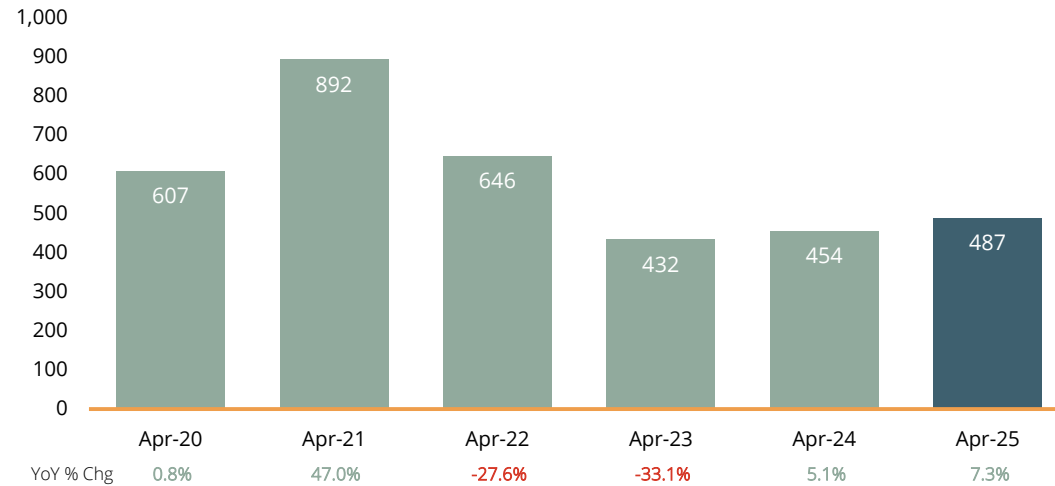


Key Metrics	Apr-23	2-year Trends	Apr-25	Apr-24	Apr-25	YoY Chg	2024 YTD	2025 YTD	YoY Chg
Sales				234	<b>243</b>	3.8%	717	<b>760</b>	6.0%
Pending Sales				250	<b>263</b>	5.2%	838	<b>893</b>	6.6%
New Listings				325	<b>387</b>	19.1%	1,073	<b>1,276</b>	18.9%
Median List Price				\$624,995	<b>\$632,000</b>	1.1%	\$600,000	<b>\$620,000</b>	3.3%
Median Sales Price				\$632,774	<b>\$635,000</b>	0.4%	\$615,278	<b>\$625,000</b>	1.6%
Median Price Per Square Foot				\$299	<b>\$294</b>	-1.6%	\$298	<b>\$301</b>	1.1%
Sold Dollar Volume (in millions)				\$148.6	<b>\$154.7</b>	4.1%	\$438.1	<b>\$478.1</b>	9.1%
Average Sold/Ask Price Ratio				101.9%	<b>101.0%</b>	-0.9%	101.2%	<b>100.7%</b>	-0.4%
Average Days on Market				18	<b>15</b>	-16.1%	20	<b>19</b>	-5.2%
Active Listings				194	<b>285</b>	46.9%	n/a	<b>n/a</b>	n/a
Months of Supply				0.9	<b>1.2</b>	33.4%	n/a	<b>n/a</b>	n/a

Source: Virginia REALTORS®, data accessed May 15, 2025

# Sales

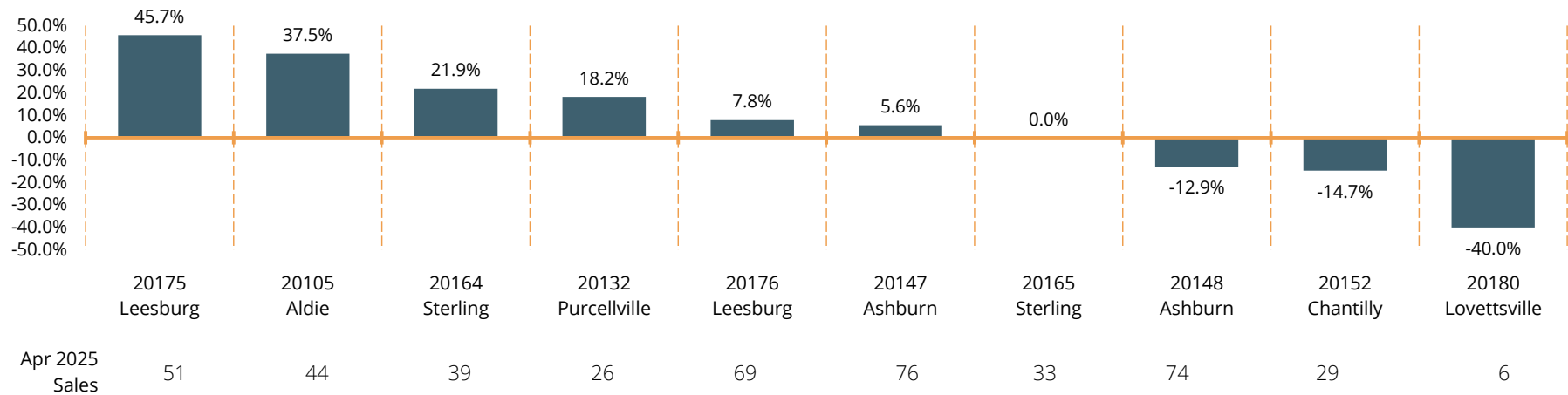
## Loudoun County



Month	Single-Family	YoY Chg	Townhome	YoY Chg
	Detached		& Condo	
May-24	251	-3.8%	243	-2.4%
Jun-24	247	-1.6%	274	-4.2%
Jul-24	235	12.4%	283	35.4%
Aug-24	216	9.6%	249	-7.1%
Sep-24	172	6.2%	225	16.6%
Oct-24	202	39.3%	266	33.7%
Nov-24	158	6.8%	209	27.4%
Dec-24	170	34.9%	222	25.4%
Jan-25	113	20.2%	153	15.0%
Feb-25	131	20.2%	160	-2.4%
Mar-25	202	10.4%	204	9.7%
Apr-25	244	10.9%	243	3.8%
12-month Avg	195	11.2%	228	10.9%

## Zip Code

**% Change in Sales**  
Apr-24 to Apr-25

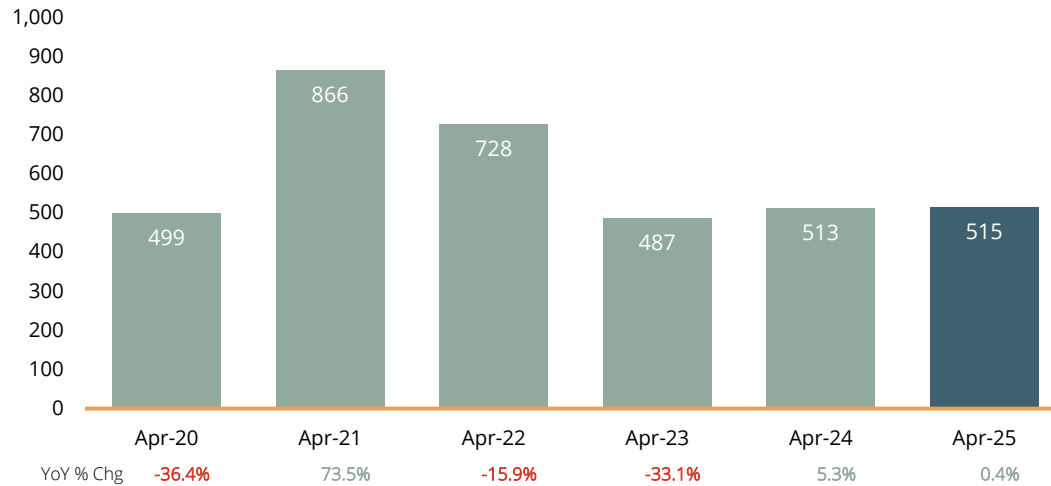




# Pending Sales



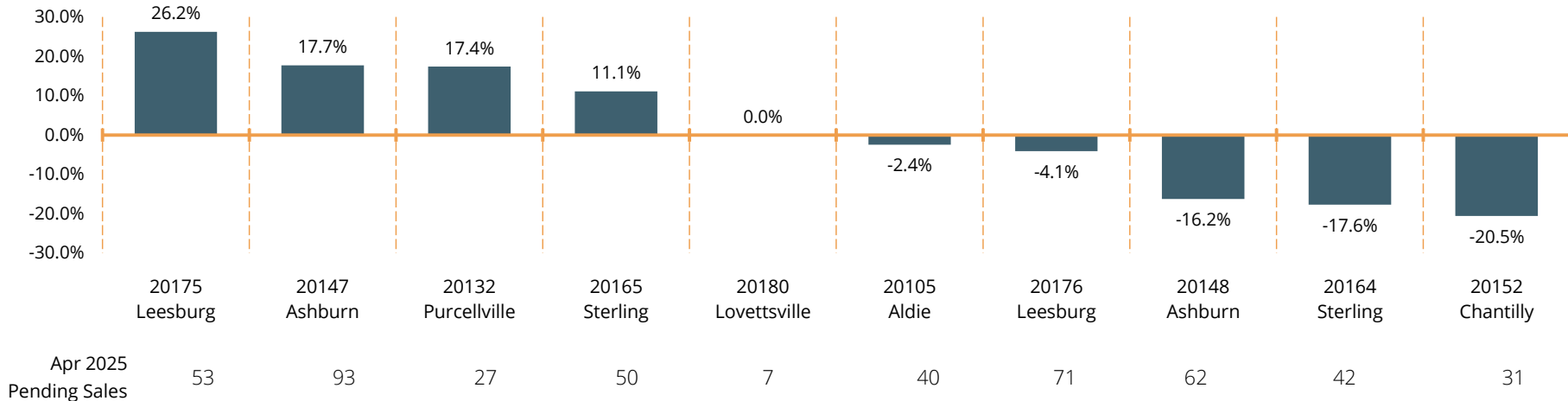
## Loudoun County



Month	Single-Family		Townhome & Condo	YoY Chg
	Detached	YoY Chg		
May-24	224	-7.1%	288	4.0%
Jun-24	240	20.0%	263	2.7%
Jul-24	212	-0.9%	261	0.4%
Aug-24	185	7.6%	227	7.1%
Sep-24	209	33.1%	249	31.1%
Oct-24	185	28.5%	243	31.4%
Nov-24	153	33.0%	181	24.8%
Dec-24	97	0.0%	152	14.3%
Jan-25	122	2.5%	142	-21.1%
Feb-25	183	15.1%	218	19.1%
Mar-25	262	24.8%	270	20.0%
Apr-25	252	-4.2%	263	5.2%
12-month Avg	194	11.1%	230	10.5%

## Zip Code

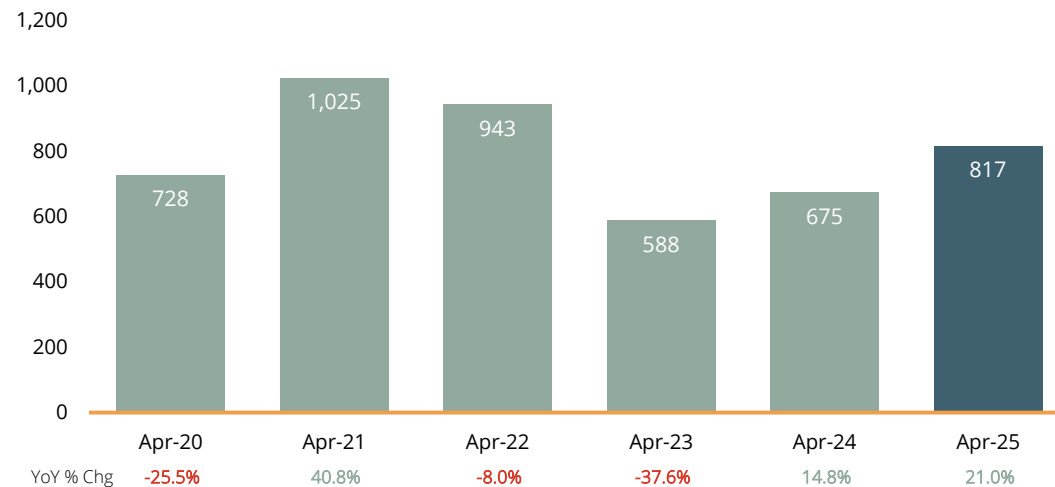
% Change in Pending Sales  
Apr-24 to Apr-25



# New Listings



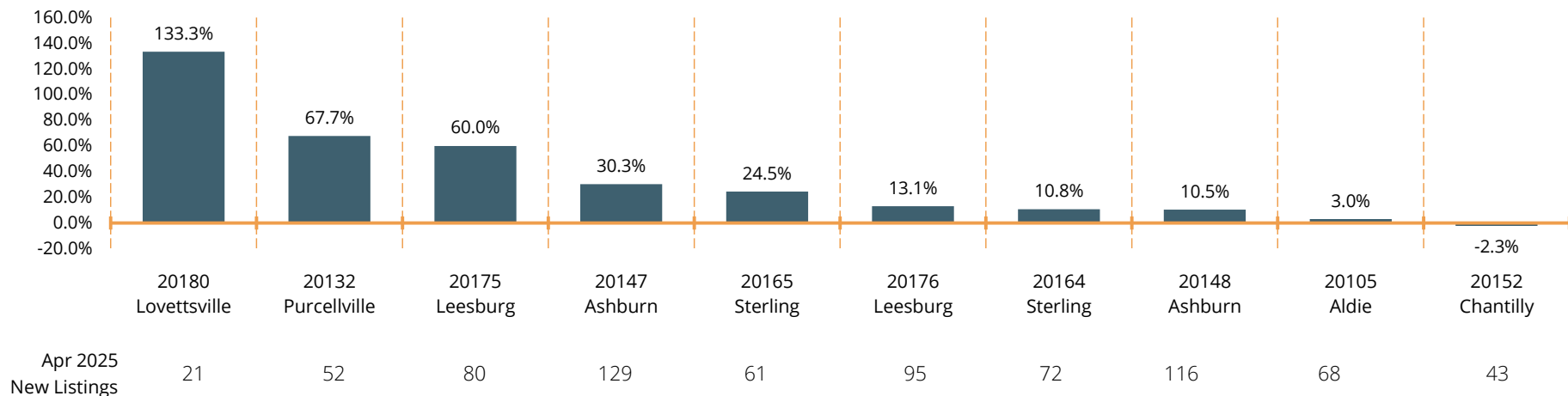
## Loudoun County



Month	Single-Family	YoY Chg	Townhome	YoY Chg
	Detached		& Condo	
May-24	357	14.4%	370	22.5%
Jun-24	321	12.6%	344	1.2%
Jul-24	278	7.3%	324	9.5%
Aug-24	262	-1.1%	332	14.1%
Sep-24	280	19.7%	360	32.8%
Oct-24	262	14.9%	296	21.3%
Nov-24	205	33.1%	219	0.9%
Dec-24	109	6.9%	169	8.3%
Jan-25	214	22.3%	237	4.9%
Feb-25	258	24.6%	296	28.7%
Mar-25	370	41.2%	356	21.9%
Apr-25	430	22.9%	387	19.1%
12-month Avg	279	18.1%	308	15.7%

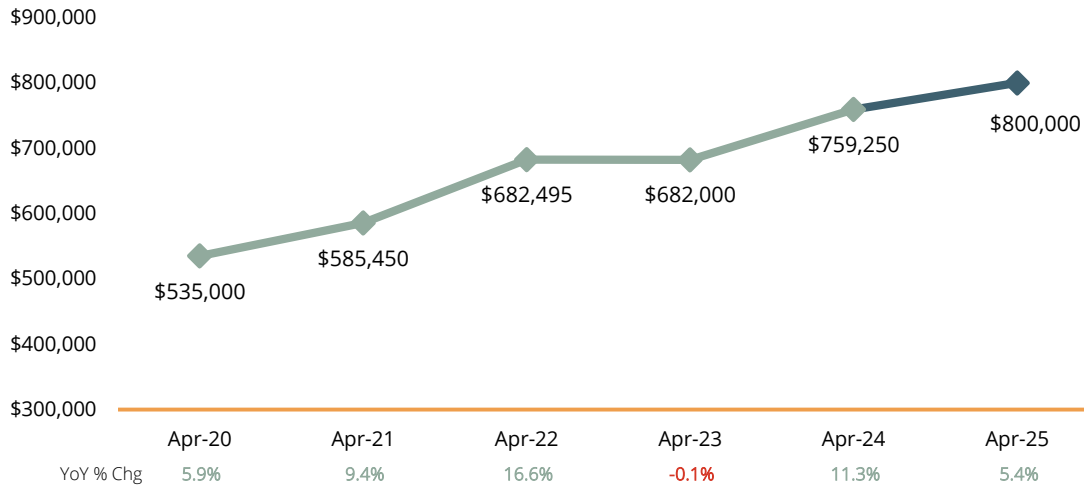
## Zip Code

% Change in New Listings  
Apr-24 to Apr-25



# Median List Price

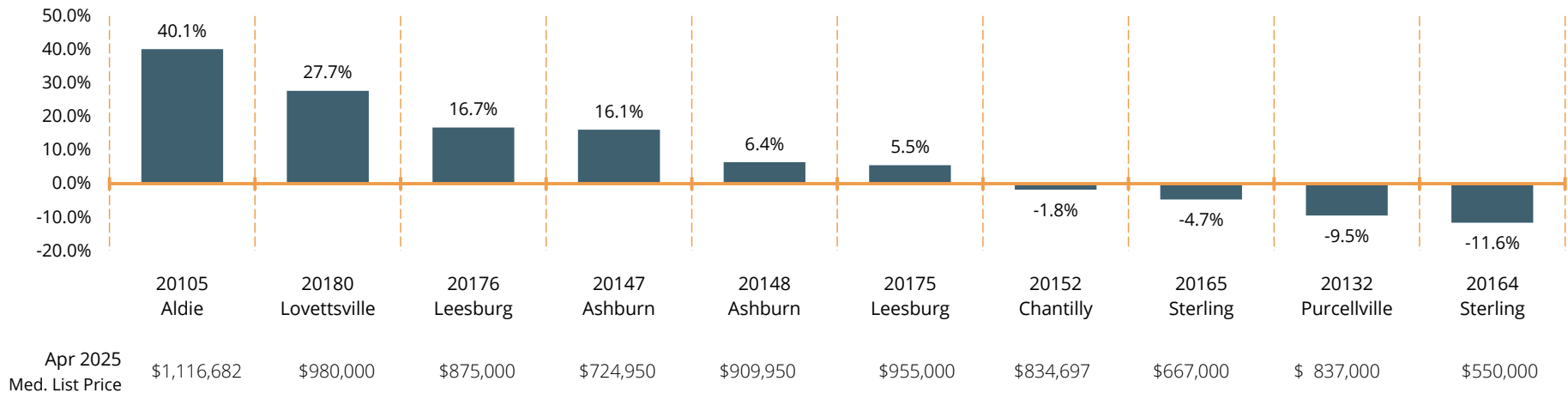
## Loudoun County



Month	Single-Family Detached	YoY Chg	Townhome & Condo	YoY Chg
May-24	\$950,000	5.6%	\$614,900	8.1%
Jun-24	\$939,000	2.4%	\$615,000	11.3%
Jul-24	\$1,025,000	10.8%	\$594,015	3.4%
Aug-24	\$999,945	8.1%	\$601,325	2.6%
Sep-24	\$1,018,093	10.1%	\$614,900	7.9%
Oct-24	\$999,945	6.9%	\$619,945	10.7%
Nov-24	\$977,500	5.7%	\$625,000	3.8%
Dec-24	\$1,050,000	10.2%	\$624,950	4.2%
Jan-25	\$957,000	6.1%	\$595,000	8.2%
Feb-25	\$999,000	8.0%	\$577,450	-2.1%
Mar-25	\$1,025,000	7.9%	\$640,000	8.3%
Apr-25	\$1,099,450	11.1%	\$632,000	1.1%
12-month Avg	\$1,003,328	7.8%	\$612,874	5.5%

## Zip Code

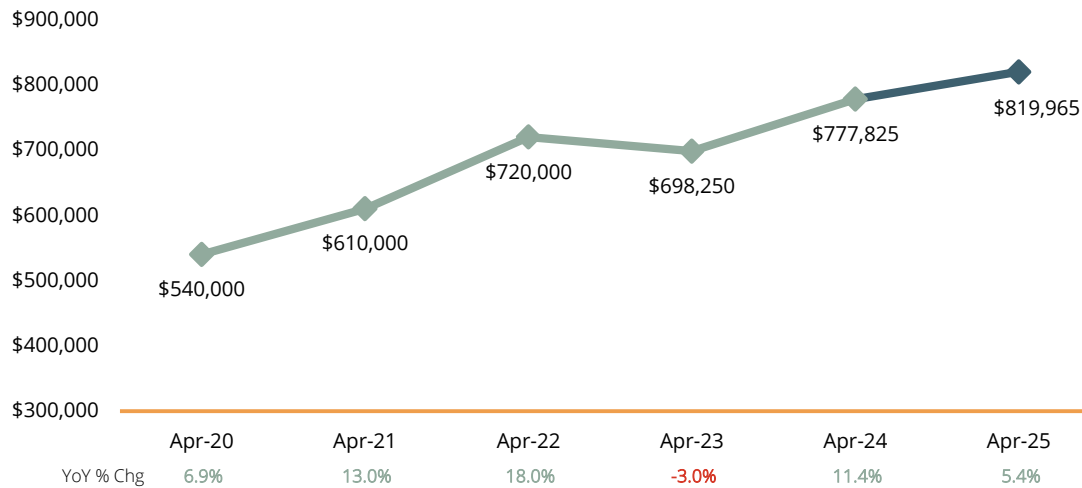
% Change in Median List Price  
Apr-24 to Apr-25



# Median Sales Price



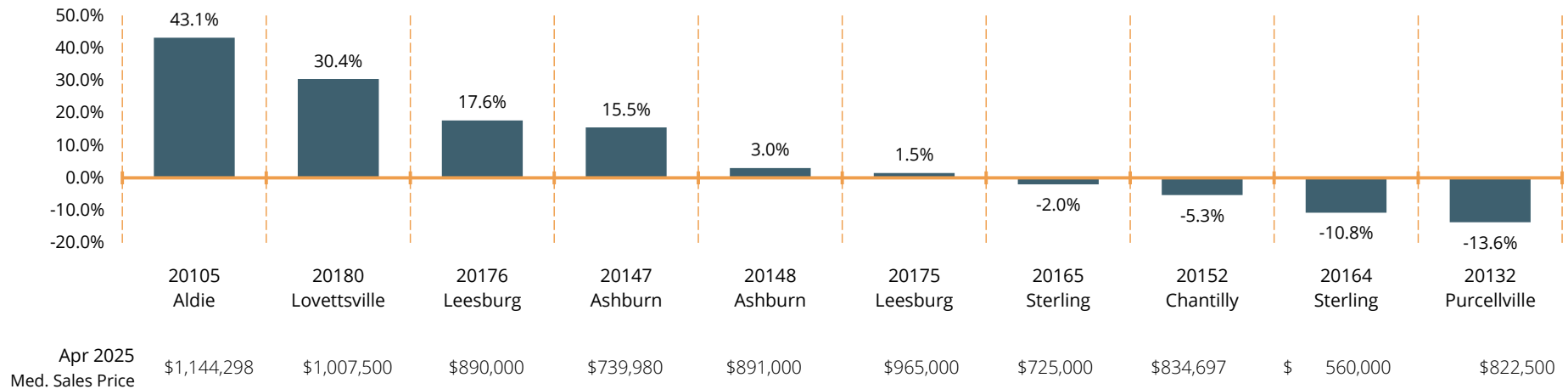
## Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
May-24	\$990,000	6.5%	\$619,399	6.8%
Jun-24	\$959,000	3.7%	\$615,193	8.4%
Jul-24	\$1,050,000	13.5%	\$603,820	3.2%
Aug-24	\$1,034,006	9.0%	\$600,000	2.2%
Sep-24	\$1,022,500	10.2%	\$615,000	7.9%
Oct-24	\$1,025,000	9.2%	\$615,237	9.9%
Nov-24	\$977,250	4.8%	\$630,000	3.5%
Dec-24	\$1,085,792	14.4%	\$622,250	4.1%
Jan-25	\$965,000	7.4%	\$590,000	6.1%
Feb-25	\$1,020,000	9.9%	\$590,000	-2.5%
Mar-25	\$1,061,000	8.8%	\$642,500	7.5%
Apr-25	\$1,111,000	9.6%	\$635,000	0.4%
12-month Avg	\$1,025,046	8.9%	\$614,867	4.7%

## Zip Code

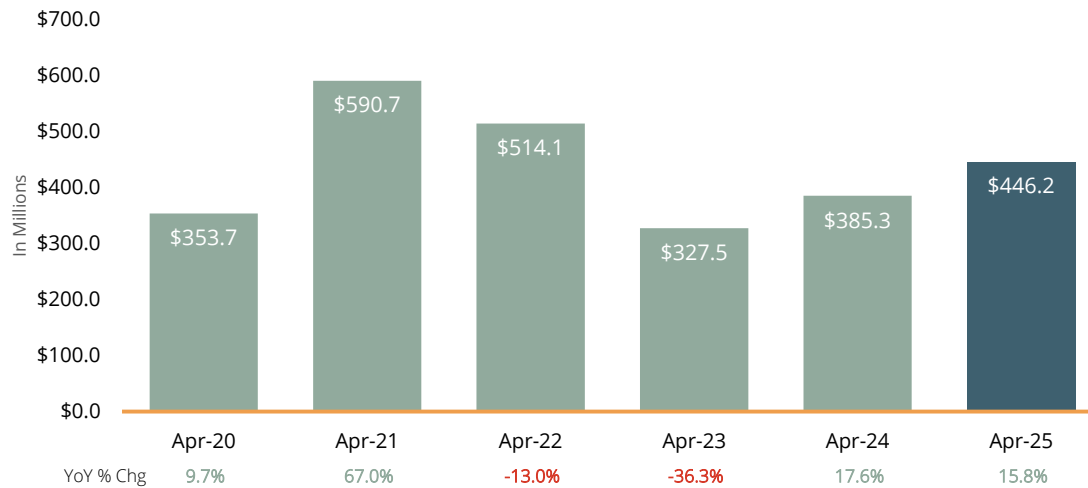
% Change in Median Sales Price  
Apr-24 to Apr-25



# Sold Dollar Volume (in millions)



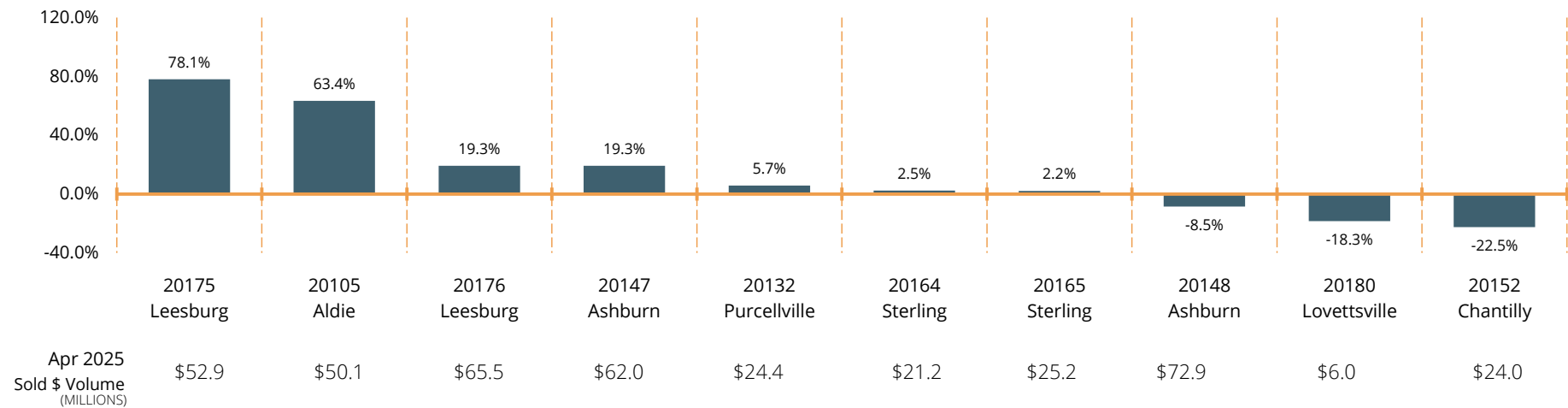
## Loudoun County



Month	Single-Family Detached	YoY Chg	Townhome & Condo	YoY Chg
May-24	\$272.3	4.5%	\$146.6	-0.1%
Jun-24	\$262.7	6.8%	\$169.5	1.1%
Jul-24	\$270.0	31.0%	\$173.3	40.5%
Aug-24	\$235.4	14.5%	\$153.0	-1.6%
Sep-24	\$188.8	10.5%	\$138.5	22.7%
Oct-24	\$241.9	71.0%	\$167.9	47.2%
Nov-24	\$181.8	17.1%	\$130.9	32.6%
Dec-24	\$188.4	40.2%	\$139.9	35.6%
Jan-25	\$121.6	26.7%	\$92.0	18.9%
Feb-25	\$148.7	35.6%	\$99.1	0.5%
Mar-25	\$228.1	16.4%	\$132.2	16.6%
Apr-25	\$291.5	23.1%	\$154.7	4.1%
12-month Avg	\$219.3	21.9%	\$141.5	16.3%

## Zip Code

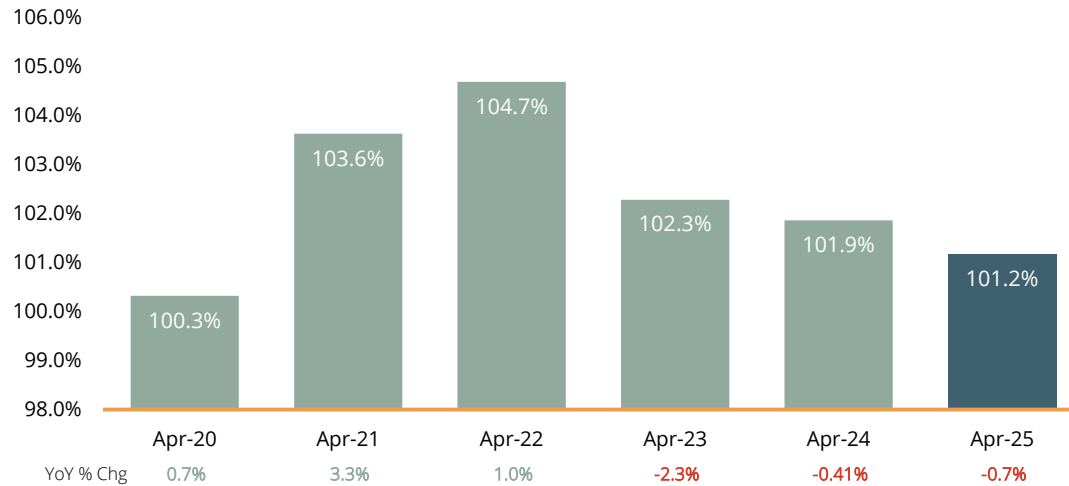
% Change in Sold Dollar Volume  
Apr-24 to Apr-25



# Average Sold to Ask Price Ratio



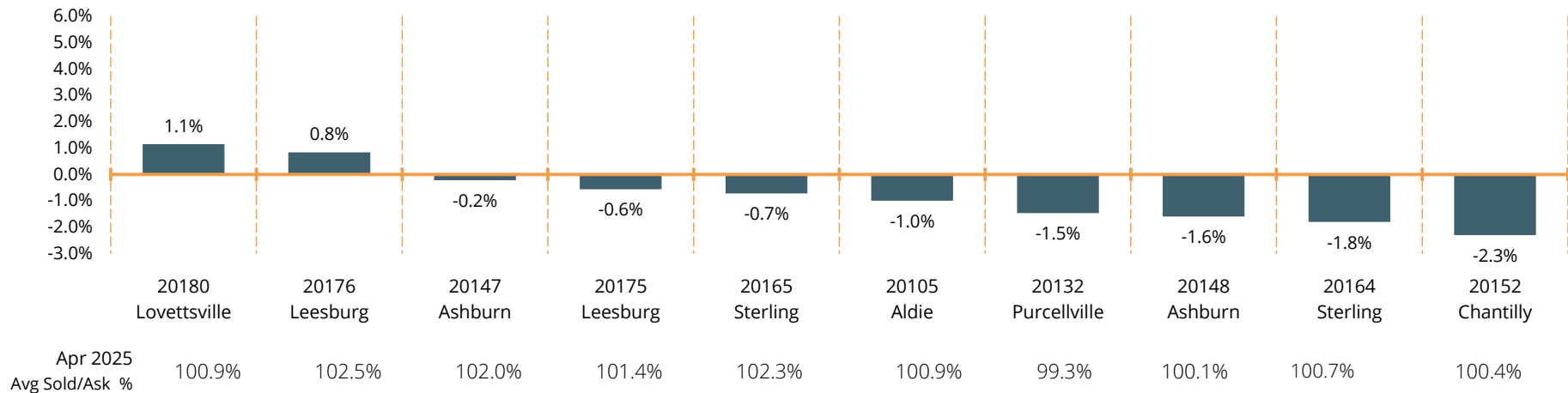
## Loudoun County



Month	Single-Family	YoY Chg	Townhome	YoY Chg
	Detached		& Condo	
May-24	103.3%	1.8%	101.5%	-0.6%
Jun-24	101.9%	0.7%	100.8%	-0.8%
Jul-24	102.0%	0.9%	100.7%	-1.1%
Aug-24	100.7%	0.0%	100.1%	-1.0%
Sep-24	102.1%	1.7%	100.1%	-1.3%
Oct-24	100.3%	0.3%	100.2%	-0.3%
Nov-24	101.2%	1.6%	100.4%	0.5%
Dec-24	101.3%	1.7%	100.9%	0.8%
Jan-25	101.3%	-2.8%	99.9%	-0.2%
Feb-25	102.1%	0.6%	100.7%	-0.4%
Mar-25	102.0%	-0.1%	101.0%	0.0%
Apr-25	101.3%	-0.5%	101.0%	-0.9%
12-month Avg	101.6%	0.5%	100.6%	-0.4%

## Zip Code

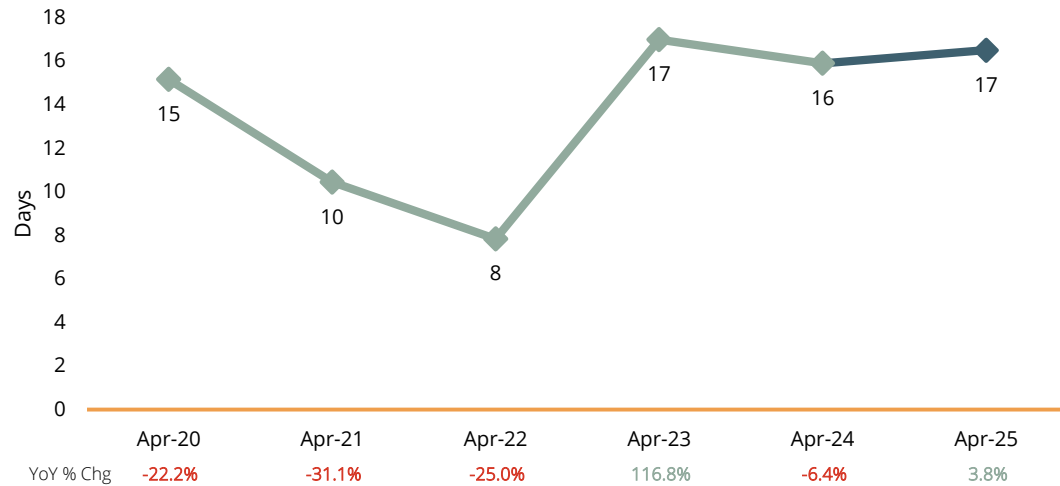
% Change in Average Sold to Ask Price Ratio  
Apr-24 to Apr-25



# Average Days on Market



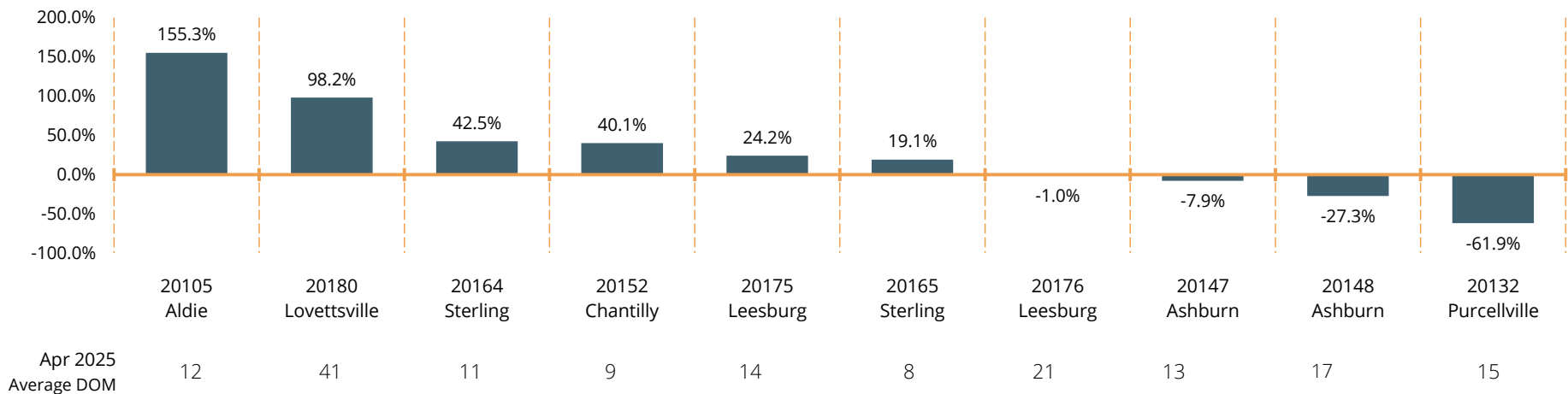
## Loudoun County



Month	Single-Family		Townhome & Condo	YoY Chg
	Detached	YoY Chg		
May-24	10	-32.4%	12	13.6%
Jun-24	10	-21.8%	17	5.5%
Jul-24	16	21.9%	15	52.2%
Aug-24	15	-20.2%	16	30.4%
Sep-24	20	-10.8%	25	73.7%
Oct-24	34	90.2%	20	32.4%
Nov-24	22	-1.4%	19	10.3%
Dec-24	18	-30.4%	19	-5.2%
Jan-25	30	-10.0%	26	5.6%
Feb-25	22	7.2%	18	2.9%
Mar-25	18	36.7%	19	-3.7%
Apr-25	18	30.8%	15	-16.1%
12-month Avg	19	1.9%	18	13.1%

## Zip Code

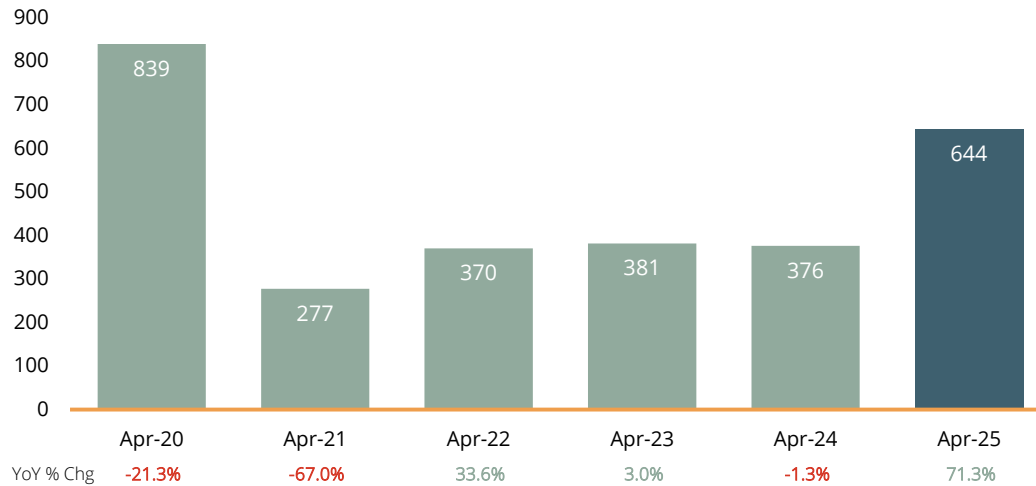
% Change in Average Days on Market  
Apr-24 to Apr-25



# Active Listings



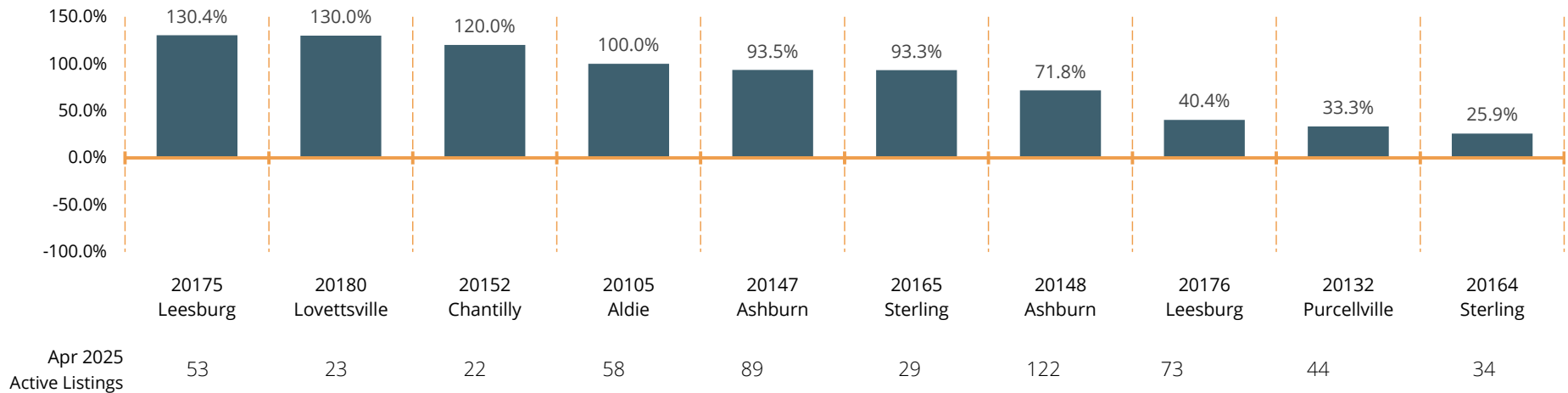
## Loudoun County



Month	Single-Family	YoY Chg	Townhome & Condo	YoY Chg
	Detached			
May-24	258	14.7%	224	83.6%
Jun-24	264	10.9%	227	43.7%
Jul-24	246	12.8%	228	43.4%
Aug-24	255	5.8%	247	36.5%
Sep-24	232	-9.4%	281	28.9%
Oct-24	242	-6.2%	247	12.8%
Nov-24	208	-13.3%	206	-7.6%
Dec-24	144	-16.3%	153	-11.6%
Jan-25	172	-0.6%	199	23.6%
Feb-25	200	9.9%	226	29.9%
Mar-25	259	43.9%	238	33.0%
Apr-25	359	97.3%	285	46.9%
12-month Avg	237	10.7%	230	27.8%

## Zip Code

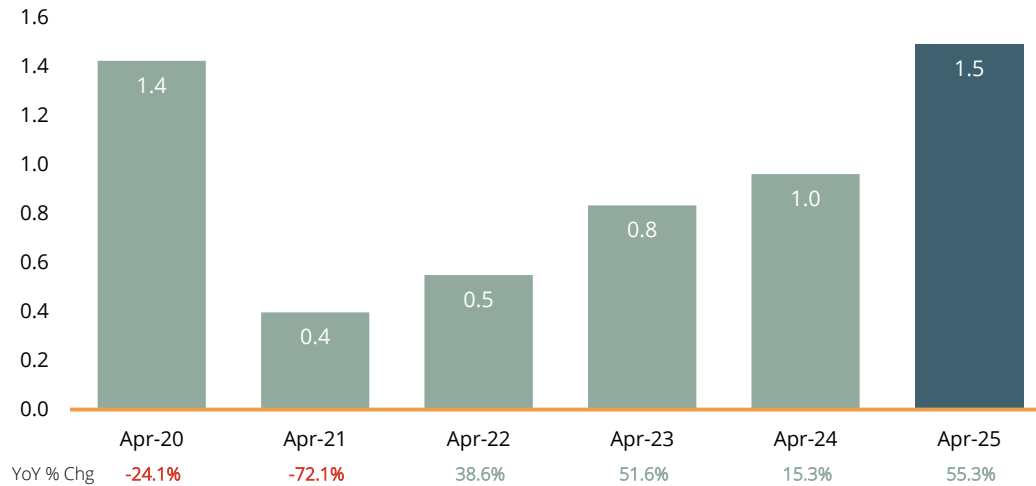
### % Change in Active Listings Apr-24 to Apr-25





# Months Supply

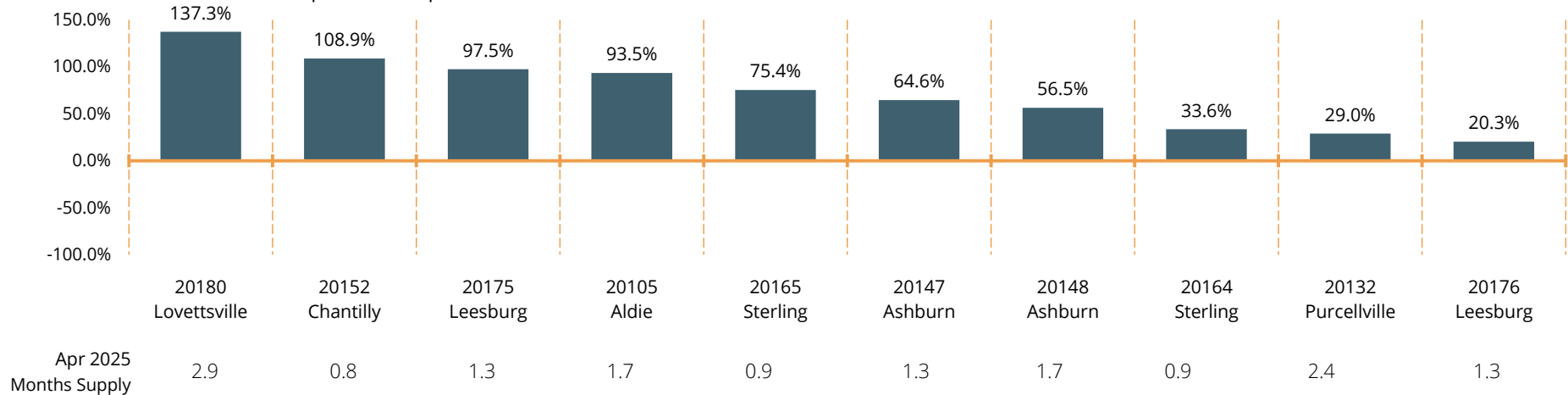
## Loudoun County



Month	Single-Family		Townhome & Condo	YoY Chg
	Detached	YoY Chg		
May-24	1.5	35.8%	1.1	99.1%
Jun-24	1.5	26.3%	1.1	53.3%
Jul-24	1.4	23.4%	1.1	45.1%
Aug-24	1.4	11.7%	1.2	38.2%
Sep-24	1.3	-7.3%	1.3	26.5%
Oct-24	1.3	-8.5%	1.1	6.9%
Nov-24	1.1	-16.4%	0.9	-14.0%
Dec-24	0.8	-21.6%	0.7	-19.3%
Jan-25	0.9	-7.2%	0.9	13.0%
Feb-25	1.0	0.8%	1.0	19.3%
Mar-25	1.3	30.7%	1.0	21.3%
Apr-25	1.8	78.5%	1.2	33.4%
12-month Avg	1.3	10.9%	1.0	23.1%

## Zip Code

% Change in Months of Supply  
Apr-24 to Apr-25



# Area Overview



	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
Geography	Apr-24	Apr-25	% chg	Apr-24	Apr-25	% chg	Apr-24	Apr-25	% chg	Apr-24	Apr-25	% chg	Apr-24	Apr-25	% chg
Loudoun County	675	<b>817</b>	21.0%	454	<b>487</b>	7.3%	\$777,825	<b>\$819,965</b>	5.4%	376	<b>644</b>	71.3%	1.0	<b>1.5</b>	55.3%
20105	66	<b>68</b>	3.0%	32	<b>44</b>	37.5%	\$799,418	<b>\$1,144,298</b>	43.1%	29	<b>58</b>	100.0%	0.9	<b>1.7</b>	93.5%
20132	31	<b>52</b>	67.7%	22	<b>26</b>	18.2%	\$952,500	<b>\$822,500</b>	-13.6%	33	<b>44</b>	33.3%	1.9	<b>2.4</b>	29.0%
20147	99	<b>129</b>	30.3%	72	<b>76</b>	5.6%	\$640,550	<b>\$739,980</b>	15.5%	46	<b>89</b>	93.5%	0.8	<b>1.3</b>	64.6%
20148	105	<b>116</b>	10.5%	85	<b>74</b>	-12.9%	\$865,000	<b>\$891,000</b>	3.0%	71	<b>122</b>	71.8%	1.1	<b>1.7</b>	56.5%
20152	44	<b>43</b>	-2.3%	34	<b>29</b>	-14.7%	\$881,500	<b>\$834,697</b>	-5.3%	10	<b>22</b>	120.0%	0.4	<b>0.8</b>	108.9%
20164	65	<b>72</b>	10.8%	32	<b>39</b>	21.9%	\$627,500	<b>\$560,000</b>	-10.8%	27	<b>34</b>	25.9%	0.7	<b>0.9</b>	33.6%
20165	49	<b>61</b>	24.5%	33	<b>33</b>	0.0%	\$740,000	<b>\$725,000</b>	-2.0%	15	<b>29</b>	93.3%	0.5	<b>0.9</b>	75.4%
20175	50	<b>80</b>	60.0%	35	<b>51</b>	45.7%	\$951,000	<b>\$965,000</b>	1.5%	23	<b>53</b>	130.4%	0.7	<b>1.3</b>	97.5%
20176	84	<b>95</b>	13.1%	64	<b>69</b>	7.8%	\$756,500	<b>\$890,000</b>	17.6%	52	<b>73</b>	40.4%	1.1	<b>1.3</b>	20.3%
20180	9	<b>21</b>	133.3%	10	<b>6</b>	-40.0%	\$772,500	<b>\$1,007,500</b>	30.4%	10	<b>23</b>	130.0%	1.2	<b>2.9</b>	137.3%



The Virginia REALTORS® association is the largest professional trade association in Virginia, representing 35,000 REALTORS® engaged in the residential and commercial real estate business. The Virginia REALTORS® association serves as the advocate for homeownership and private property rights and represents the interests of real estate professionals and property owners in the Commonwealth of Virginia.

NOTE: The term REALTOR® is a registered collective membership mark that identifies a real estate professional who is a member of the National Association of REALTORS® and subscribes to its strict code of ethics.

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The numbers reported here are preliminary and based on current entries into multiple listing services. Over time, data may be adjusted slightly to reflect increased reporting. Information is sourced from multiple listing services across Virginia and is deemed reliable, but not guaranteed.